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DIG & DUNG

A Bulletin for the Sales Manager

WITH 1936 TRADE PRICES

ON

DAHLIAS

WAYLAND DAHLIA GARDENS

E. R. Ryno, Prop.

Wayland, Mich., U. S. A.

Printed in U. S. A.

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BUREAU OF PLANT INDUSTRY
Fruit and Vegetable Crops and Diseases

ORO 8—3591

Attention Buyer or Advertising Manager

DIG & DUNG

There is no soil, however barren and unproductive, that cannot, by well digging and dunging, be made fertile and prolific.---Adapted from Cervantes' DON QUIXOTE, Part II, Chapter XII.

A Bulletin for the Sales Manager

VOL. 5 WAYLAND, MICHIGAN, U. S. A., SEASON OF 1936 No. 1

FIELD NOTES

There are three dahlias — JERSEY'S BEAUTY, JANE COWL, and MRS. I. DE VER WARNER—which are generally recognized as standard, any one of which should be able to carry three, or possibly five, other good varieties in a fast selling dollar collection of four or six dahlias.

* * *

Such standard sorts as Alexander Waldie, Bashful Giant, Bonnie Brae, Charm, Iowa, Jersey's Beacon, Judge Marean, Judge Parker, Laura Morris, Margaret Woodrow Wilson, Sagamore, Snowdrift, etc., are all giant dahlias which have been tried out and are worthy of a place in any list or collection.

* * *

Our Snowdrift were planted in a rather unfavorable location this year and we are looking for a very short crop of roots of this variety. We therefore suggest that you consider either Jean Kerr or Purity in case you wish to list a good white this season.

* * *

Laura Morris is still the largest and best deep yellow decorative we have found and we have yet to hear of any complaints from anyone who bought this variety from any of the leading seed houses who listed it last year or the year before. We had a demand for more of this variety than we could supply last year and urge those who intend to list it next year to be sure to get in their reservations early to avoid disappointment.

* * *

Pride of Stratford is about the best orange decorative that we have tried. It is a wonderful bloomer, holds its large size and perfect form throughout the season and does well in any kind of soil.

* * *

Thomas A. Edison is about our most popular purple decorative although stock is still somewhat limited.

* * *

Doazon—or BIG GUS, if you prefer a newer edition of the same variety—while an old variety is still in our opinion as good as any red dahlia grown for either garden or exhibition purposes. It is a rank grower, has giant blooms, is a good root maker and is cheap. This variety will fit in almost any collection.

* * *

Our new maize flushed pink dahlia, IOWA, made a beautiful showing last year and gives promise of becoming one of our favorite standard varieties.

* * *

The Millionaire is a beautiful white and lavender decorative and we always grow quite a large stock of it; but as it usually makes such unusually large tubers we never recommend its use where mailing expense is an item to be considered.

* * *

E. T. Bedford is a very satisfactory purple suffused silver decorative and has been one of our best sellers since we first listed it. It makes a rather small root but flowers are of large size.

* * *

Pride of California and Oregon Beauty are both standard reds but we sold ourselves so short on these varieties last year that our stock will be rather limited this season.

* * *

The ball or show type of dahlia, because of its good keeping qualities, is always in big demand for the old fashioned garden and for cutting purposes making it a good seller to both nursery and florist trade. The best varieties of this type are A. D. Livoni, pink, Yellow Duke, yellow, Maude Adams, white tipped pink, Stradella, crimson purple, Floral Park Jewel, red or red tipped white, and Bonnie Blue, bluish.

* * *

Among the peony or art type of dahlia, Diana for red, Cleopatra for dull gold, White Cap for white and Rosalia Styles for pink are all giant bloomers which are fully as attractive as any of the dahlias of the decorative type.

* * *

Jean Kerr is considered the best garden and florists's white and we have an immense stock of this variety offered at a very low price.

1935 crop of Ruth Vaughan sold to R. M. Kellogg Co. **[see page 3]**

DIG & DUNG

PUBLISHED BY
WAYLAND DAHLIA GARDENS
E.R.RYNO, PROP.
WAYLAND, MICHIGAN

SEASON OF 1936

Beginning with this issue DIG & DUNG will be mailed to you regularly each year about September 1, instead of January 1 as heretofore. This will place it in your hands when you are ready to make up your list for your new Spring catalog, and in time for you to make selections from blooming plants if you wish.

Because of the very short growing season last year tubers of many varieties were unusually small, but our fields this year prove that these small tubers were of top quality and able to produce plants full of vigor and "rarin' to bloom".

Don't forget that many of the finest varieties of dahlias naturally make small to medium size tubers and it is impossible to furnish extra large tubers of such varieties even in the most favorable season. Where roots are long and slender as are Bertha Horne, Mrs. Carl Salbach, Fort Monmouth and many others, we always cut them back to a length which will lessen damage from breakage in packing and mailing. This does not lessen the ability of the root to make a perfect plant.

Once again we wish to state that we do not sell or offer for sale undivided clumps of dahlia roots at any season of the year; and all divisions sold by us are carefully cut to one eye as required for planting.

And a word about our method of dividing clumps. We use knives only, not shears, and thus avoid all bruising and haggling of root crowns. In a recent letter from Mr. Wm. A. Finger, Jr., manager of the Locust Valley Dahlia Farm of Long Island, relative to the use of shears in dividing clumps, he says, "All L. I. growers use shears or so called clippers. Of most stock received of L. I. growers only about 60 to 65% is fit for resale." We are quoting Mr. Finger not to knock other growers but to show you that at least one other well known grower agrees with us on the use of shears in making divisions.

Don't list too many varieties of dahlias and don't be in too big a hurry to include the new productions. In our actual trials the majority of these strictly new sorts prove an utter failure when grown under practical garden conditions and in the average garden soil. There are now so many good varieties that have been thoroughly tried out that it does not pay the seedsman to take chances. Leave that to us. If they are good we will soon have them for you at a price which you can afford to pay.

We have always made a practice of trimming our tubers when they are divided. Side roots, long 'tails', etc., merely increase the danger from broken necks, bother in packing, etc., without in any way adding to the value of the root for planting purposes. All fresh cuts are then treated with hydrated lime to prevent mold and rot when tubers are returned to our cool, damp stock room.

Occasionally we have a call for tubers untrimmed and untreated, for use in department store trade. We can supply such tubers only when order is placed before clumps are divided. In fact, we can prepare your stock in any special manner you wish provided you let us know your wants, with detailed specifications, early in the season.

We had an abundance of rain throughout the entire season of 1935 and while this has greatly increased the labor and expense of cultivation, we look for a good crop of wonderfully fine stock for 1936 trade. As a result considerable reductions have been made in the prices of many of our leading varieties. In a few cases, however, we have had to raise prices because of scarcity of planting stock, yet we believe you will find our prices on the whole as low as you could possibly expect on stock that can be depended upon to produce strong, healthy plants which are absolutely true to name.

Where customer's order amounts to $100. or more we furnish a liberal supply of Cultural Direction leaflets with customer's name imprinted on same without extra charge. These leaflets are printed in blocks early in the season and it is important that we know your requirements on this item in advance.

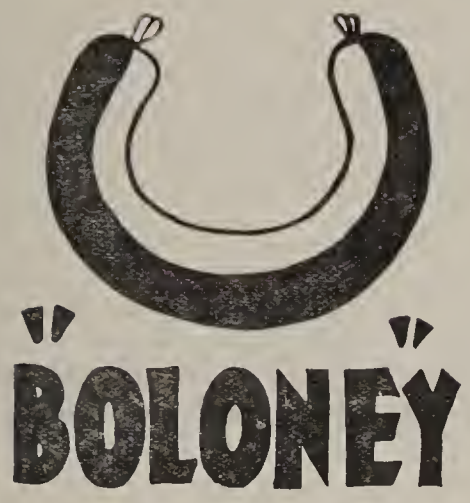
We always urge our customers to make their selections during September while plants are in full bloom. In this manner you can be sure of getting just the color combinations you want and have an opportunity to see the strong points of the varieties you are listing. As a matter of fact it is really worth any man's time to visit our gardens and see the hundreds of thousands of blooms which are presented from about September 1st. until frost.

Don't think it is necessary to change your entire list each season. If you had good results with the varieties you offered last year, the same list should show even greater sales if repeated in this year's catalog.

While it is true that we buy thousands of tubers every year, mostly for our own planting purposes, and can almost always offer a cash market for good stock of standard varieties, yet we are not jobbers. Practically all the tubers we sell to our customers are grown by ourselves, or under our immediate supervision and we know at all times just what we are sending out.

For the past three years we have been very short on standard reds, especially those varieties required for counter trade. Last year we had a very fine lot of Pride of California offered to us at $40. per thousand. We wanted this lot very badly for planting purposes, but we did not feel that the grower could really expect us to consider his offer when we had already sold our own stock of the same variety at $30. Growers who have surplus lots for sale should please bear in mind that we cannot offer more than our minimum selling price for such stock.

This isn't



"BOLONEY"

Don't you think it would be to your advantage to tie up with a grower

Who makes a business of raising dahlias, and nothing else, exclusively for the wholesale trade;

Who raises stock enough to meet your entire requirements for the season;

Who has supplied many of the leading seed and nursery houses of the country for years;

Who has a reputation for supplying absolutely dependable stock at prices which are based on actual cost of production;

Who is equipped to take care of your orders whether for stock in bulk or wrapped and packed to meet any special requirements; and

Who is able to finance you until your stock has been sold and money received for same in the Spring?

Our Reservation Order Plan

We realize that it would be almost impossible for you to place a definite order to cover your entire season's dahlia requirements in advance. Yet you do not want to offer a list of dahlias in your catalog unless you are reasonably sure of your supply when needed.

In view of these facts, we ask our customers to send us a reservation order, which is a tentative, rather than a definite, order covering an outside estimate of your requirements for the coming season. When we receive such an order we set aside the required number of tubers and hold them for you until May 1. Up to that time you may order against this reservation as tubers are needed and same will be shipped to you promptly upon receipt of your order. By this plan you are absolutely sure of your supply at a uniform price throughout the season and know that you will be able to get your stock as and when it is needed most; and in case you do not sell the entire number of tubers reserved, you know that you do not have to accept and pay for a lot of tubers for which you have no use.

And to avoid disappointment, be sure to get your reservation order in early while the cream of our list is still available.

Don't give up the plant and bulb end of your business just because you happen to live in the beetle zone and don't want to be bothered by quarantine regulations. We can fill your dahlia orders direct from here and you'll undoubtedly be able to find reliable growers outside the beetle zone who can fill your orders for plants, shrubs and other nursery stock on the same plan.

Remember we do not issue a retail catalog, and our name does not appear on any orders shipped direct to your customers. We sell to the legitimate trade only and you may be absolutely certain that you customers addresses are held in strictest confidence because all orders are known by number only in our records.

RUTH VAUGHAN SOLD

Late in July we announced our new pink decorative dahlia RUTH VAUGHAN. As soon as this announcement was received the R. M. Kellogg Company of Three Rivers, Michigan, contracted for the entire 1935 crop of this variety which would of course make them the only source from which it could be obtained in Spring of 1936. We hope to have a larger planting of Ruth Vaughan next year when it will again be offered to our customers.

RUTH VAUGHAN has genuine merit, and we are absolutely sincere in our belief that it is the finest pink dahlia that has been offered since Jersey's Beauty was introduced. By this we do not mean to claim that it is a better variety, because, well, there just isn't any such thing; but of the many pinks of recent introduction we believe Ruth Vaughan is the best in the bunch. Of course stock is somewhat limited as yet, but keep this variety in mind. It will make you money in years to come.

W¢ means $ to you !!!

Trade Prices For 1936

Prices are quoted per hundred tubers. Ten or more will be sold at the hundred rate. For less than ten tubers of one variety, add 20%. Contract customers are entitled to minimum or thousand rates (where so quoted, as indicated by the *) regardless of quantity ordered at any one shipment. Large buyers should send list for special quotations.

As packed for shipment tubers weigh approximately 20 lbs. per hundred.

All our stock is absolutely dependable, field grown from tubers, not plants—planted early, carefully rogued and fully matured before dug. Stored under ideal conditions, all tubers are fresh and plump, carefully cut, trimmed and sorted by expert cutters—no haggling, no broken necks, no culls—every tuber with a good eye, full of vitality and sure to please your most exacting customers. No stunts, mosaic or diseased plants in our fields, and no junk or untried varieties in our list.

If tubers are to be wrapped and labelled individually for resale, add $1. per hundred to prices given. Where order is of sufficient size to warrant—one hundred or more tubers of a kind, and not less than ten kinds—we will, if desired, use a special label, similar to our regular blue label, but bearing your own name or trademark, and printed on stock in your own choice of color (unless such color is already reserved for another customer) with our regular white semi-parchment wrapper, at same rate. This will enable you to offer stock under your own exclusive label.

(A) Art or Peony-flowered (B) Ball or Show (C) Cactus (D) Decorative

We have discontinued the growing of pompons, singles and collarettes entirely, and cannot supply varieties of such types.

At $2. per Hundred

$15. per Thousand

MIXED—Each season at planting time we reserve a limited number of tubers of each of our leading varieties for use in filling late orders. At the close of the season all that are left of these are thrown into one lot and planted as MIXED. The result is a well balanced assortment of types and colors, and will prove a wonderful value. The tubers are all stamped MIX and must be sold as such. Our stock of this offering is necessarily limited to a few thousand tubers, and orders should be placed early to avoid disappointment.

At $2.50 per Hundred

$20. per Thousand

Named varieties, properly labelled, our selection of varieties and types, customer's choice of color so far as possible, but not guaranteed. In this lot we include standard varieties which are especially suitable for counter trade of Department Stores, etc., at 10c retail —such varieties as will stand the frequent handling, exposure, etc., to which stock on open counter is subject, and yet will prove most satisfactory to customers.

At $3. per Hundred

$25. per Thousand

Aurore (A) Orange salmon
Jan Olieslager (A) Yellow
Mad. Von Bystein (A) Lilac pink
Queen Wilhelmina (A) White
A. D. Livoni (B) Popular pink
American Beauty (B) American beauty red
Bonnie Blue (B) Bluish
Dee-lighted or Roosevelt's Smile (B) White
Dreer's White (B) White
Floral Park Jewel (B) red tipped white
Maude Adams (B) Popular white and pink
Storm King (B) White
Stradella (B) Rose purple
Tillamook (B) Blush
Vivian (B) White tipped purple
Yellow Duke (B) Yellow
Bride's Bouquet (C) White
Emily Russel (C) American beauty shade
Etenard de Lyon (C) Purple lavender
Kreimhilde (C) Cream and pink
Lawine (C) White faintly tinged lavender
Libelle (C) Royal purple
Melody (C) Yellow often tipped white.
Perle de Lyon (C) White
Pierrot (C) Amber tipped white
Sunset (C) Bronze
Thomas Oberlin (C) Red
War Dance (C) Yellow and red
Zephyr (C) Pink
Aida (D) Maroon
Amityville (D) Silver pink
Countess of Pembroke (D) Lavender
Dakota (D) Flame
Darlene (D) Shell pink. The pink Jean Kerr
Doazon, (or BIG GUS) Giant orange scarlet
Flamingo (D) Pink
Flora (D) White
Mrs. J. G. Cassatt (D) Dark pink
Mrs. J. Harrison Dick (D) Yellow and pink
Purity (D) A very fine, large white
Queen Mary (D) Rose pink
Yellow Colosse (D) Yellow

At $4. per Hundred

$30. per Thousand

Geisha (A) Yellow and red
Polar Star (A) White
Sweetheart's Bouquet (A) Salmon rose and fawn

Clara Seaton (B) Yellow brown
D. M. Moore (B) Deep maroon, almost black
Gold Medal (B) Yellow tipped red
Grand Duchess Marie (B) Brown orange
Miss Helen Hollis (B) Scarlet
Bertha Horne (C) Popular bronzy yellow
Betty Austin (C) Pink rose, yellow base and tips
Celia (C) Lavender pink
Golden West (C) Yellow overlaid orange
J. H. Jackson (C) Maroon
Mrs. Ethel F. T. Smith (C) White
Rene Cayeux (C) Brilliant red
Washington City (C) White
Agnes Haviland (D) Rose pink and yellow
Delice (D) Popular pink
Dr. Tevis (D) Salmon rose
J. D. Long (D) Salmon pink, amber and bronze
Jean Kerr (D) White
Mina Burgle (D) Popular red
Mr. Crowley (D) Salmon pink
Mrs. Carl Salbach (D) Lavender pink
Oregon Beauty (D) Brilliant red
Sequoia Gigantea (D) Yellow tinged red
Swift (D) Yellow
Venus (D) Popular white suffused lavender

At $5. per Hundred

$40. per Thousand

Cleopatra (A) Dull gold
Diana (A) Scarlet. This is the true Marean Diana
Rosalia Styles (A) Rose pink
The Billionaire (A) Yellow orange
White Cap (A) White
Attraction (C) Lilac-rose
Ballet Girl (C) Orange and white
Gay Paree (C) Golden bronze and red
George Walters (C) Salmon pink and yellow
Marguerite Bouchon (C) Pink and white center
Minamoto (C) Large dazzling scarlet
Mrs. Edna Spencer (C) Lavender pink
Rheinischer Frohsinn (C) White and carmen rose
Scaramouche (C) Indian red
Sunset Glow (C) Scarlet tipped yellow
U. S. A. (C) Red orange
Catherine Wilcox (D) Pinkish white tipped red
Elizabeth Slocombe (D) Red purple
Insulinde (D) Yellow brown
Kitty Dunlap (D) American beauty shade
Le Grande Manitou (D) Lilac striped purple
Liberty Bond (GOLDEN DAWN) (D) Buff orange and salmon
Mrs. I. de Ver Warner (D) Orchid lavender
N. C. 4 (D) Yellow and purple
Patrick O'Mara (D) Apricot yellow and orange
Pride of California (D) Red
Purple Manitou (D) Purple
The Millionaire (D) Lavender pink

At $6. per Hundred

$50. per Thousand

California Enchantress (C) Rosy pink
Cigarette (C) White edged orange.
Countess of Lonsdale (C) Popular salmon pink
Gladys Sherwood (C) Large white
Kalif (C) Scarlet
Red Cross (C) Scarlet and gold
Tom Lundy (C) Dark crimson
Alexander Waldie (D) Cream overlaid pink
Atlantic Ocean (D) Yellow
Bashful Giant (D) Apricot and amber
Bonnie Brae (D) Cream suffused pink
Champagne (D) Clear chamois
Charm (D) Burnt orange
Ellinor Vanderveer (D) Glowing rose pink
Giant Ruby (D) Red
Judge Alton B. Parker (D) yellow buff
Robert Treat (D) American beauty red
Rosemawr (D) Rose pink
Sagamore (D) Apricot buff
Snowdrift (D) White

At $8. per Hundred

$60. per Thousand

E. T. Bedford (D) Purple tinged silver
Francis Larocco (D) Canary yellow
Iowa (D) Maize tipped pink
Jane Cowl (D) Bronzy buff and salmon
Jersey's Beacon (D) Scarlet and buff
Jersey's Beauty (D) Popular pink
Judge Marean (D) Popular orange and red
Margaret Woodrow Wilson (D) Creamy white suffused pink
Pride of Stratford (D) Best large orange

At $10. per Hundred

$80. per Thousand

Francis Lobdell (C) Mallow pink
Avalon (D) Yellow
Kentucky (D) Bronze sport of Jersey's Beauty
Laura Morris (D) Best giant deep yellow
Rose Fallon (D) Old gold
The Emperor (D) Maroon

At $12. per Hundred

$100. per Thousand

Islam Patrol (C) Scarlet tipped gold
Barbara Redfern (D) Large old gold and rose
Jersey's Mammoth (D) Giant mahogany
Marmion (D) Yellow suffused bronze
Monmouth Champion (D) Orange flame
Paul Michael (D) Old gold

At $15. per Hundred

$120. per Thousand

Fort Monmouth (C) Maroon
Dad (D) Large red
City of Trenton (D) Tangarine orange
Dr. John H. Carman (D) Tyrian rose
Harry Mayer (D) Pale roselyn purple
Helen Ivans (D) Lavender
Ida Perkins (D) White
Regal (D) Bronze
Rookwood (D) Pink
Thomas A. Edison (D) Royal purple

At $25. per Hundred

$200. per Thousand

Ruth Vaughan (D) Wonderful new pink—Sold out
World's Best White (D) White—Stock limited

Dahlias For Counter Trade

Floral and seed stores and nurseries who operate retail stores during the planting season always prefer to have tubers wrapped and labelled individually, especially for counter trade.

At a small extra charge of $1. per hundred, or one cent per tuber, we pack each tuber in fine, clean sawdust, wrap in white semi-parchment and seal with our special printed blue label, showing name of variety, originator or introducer, type and predominating color. By this method tubers are kept fresh and plump for weeks, and there is no breaking of sprouts or mixing of varieties through frequent handling. Stock presents a more salable appearance—in fact, looks like a Christmas package—and customers can pick out just what variety or type of color they want from label description.

Furthermore, customers know that stock is of known origin and not a cheap job lot of tubers, and are willing to pay more for it because they feel that they are sure of getting genuine stock that is really worth more than ordinary stock such as is usually offered at the "five and ten" stores.

By actual test, placing this stock side by side with bulk stock, it will outsell such stock two to one, even when offered at twice the price. Try it and see for yourself which stock will make you the most money.

The D. V. Burrell Seed Growers Co., of Rocky Ford, Colo., say, "We believe this demand (for seeds of known origin) will grow until planters will require from their seedsmen seeds in the grower's original sealed packages." This should apply to other nursery products, and we believe we were the first, and so far as we know are still the only, grower to offer dahlias for resale in original packages.

Supply Your Customers With Genuine

DVG BLUE LABEL DAHLIAS DVG

They

LOOK BETTER

KEEP BETTER

SELL BETTER

And

THEY

ALWAYS

SATISFY

When you buy dahlias for resale, you must be absolutely certain they are true to name. Our system of stamping varietal number on tubers when clumps are divided makes it impossible for varieties to become mixed in storage and handling and insures you against come-backs and kicks when plants bloom in the fall. And in your own panting you will find this number on the old tuber when clump is dug, thus lessening the chance of mistakes before dividing clumps in the spring.

And as to the keeping qualities of wrapped stock, we quote from a letter from one of our customers:—"The half dozen tubers you sent us for trial this spring were kept in our hot office from January until the latter part of May. At that time they were opened and planted. The bulbs, while shrivelled, made a good start and caught up with our other stock without trouble." Think of keeping dahlia tubers in a hot office for five months, and still have them grow. You couldn't do that with bulk stock.

SPECIAL OFFER—

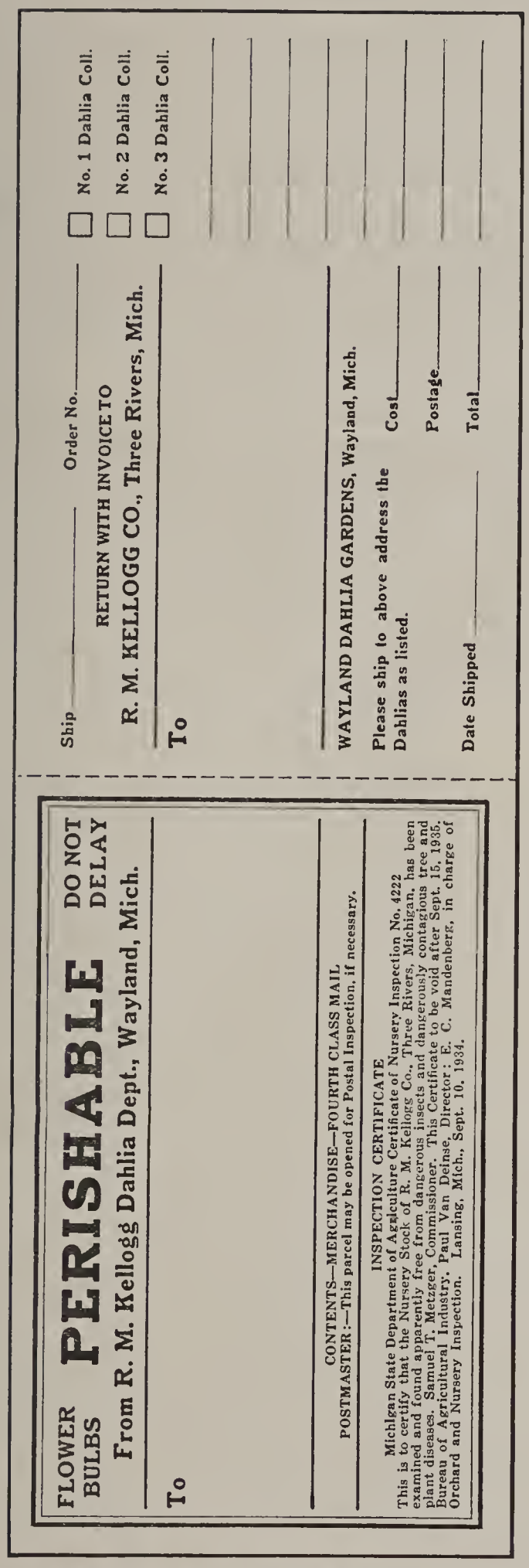
We will send you 250 tubers of assorted varieties suitable for good class of counter trade, each tuber in original sealed wrapper as shown, for $12.50. This assortment will include not only standard sorts but also many really fine varieties of which our stock is too small to list in quantity, and should sell readily at 18c each or six for $1.—a total retail value of $45. Half size assortment (125 tubers) for $6.75.

A liberal supply of Cultural Direction leaflets will be sent free with every assortment under this offer.

Don't fail to try either the full or half size assortment this year. You can't get better value, even if you want the tubers for your own planting instead of for resale.

Modern Methods of Merchandising Applied to Products of the Nursery

Direct Mailing Service



Ship _____ Order No. _____

RETURN WITH INVOICE TO

R. M. KELLOGG CO., Three Rivers, Mich.

To

☐ No. 1 Dahlia Coll.
☐ No. 2 Dahlia Coll.
☐ No. 3 Dahlia Coll.

WAYLAND DAHLIA GARDENS, Wayland, Mich.

Please ship to above address the Dahlias as listed.

Cost _____

Postage _____

Date Shipped _____ Total _____

FLOWER BULBS **PERISHABLE** DO NOT DELAY

From R. M. Kellogg Dahlia Dept., Wayland, Mich.

To

CONTENTS—MERCHANDISE—FOURTH CLASS MAIL
POSTMASTER:—This parcel may be opened for Postal Inspection, if necessary.

INSPECTION CERTIFICATE

Michigan State Department of Agriculture Certificate of Nursery Inspection No. 4222
This is to certify that the Nursery Stock of R. M. Kellogg Co., Three Rivers, Michigan, has been examined and found apparently free from dangerous insects and dangerously contagious tree and plant diseases. Samuel T. Metzger, Commissioner. This Certificate to be void after Sept. 15, 1935. Bureau of Agricultural Industry. Paul Van Deinse, Director; E. C. Mandenberg, in charge of Orchard and Nursery Inspection. Lansing, Mich., Sept. 10, 1934.

We are reproducing herewith, by permission of the R. M. Kellogg Co., the form of combination shipping order, invoice and mailing sticker used in filling orders for this customer.

In using this form the customer indicates on the right hand half the dahlias wanted and date to be shipped as well as his customer's address and order number. We pack and fill in cost of order, postage and date shipped, attaching left hand half of form to package mailed and returning right hand half with invoice to our customer.

By this plan our customer saves cost of transportation and rehandling and is able to supply his customer with absolutely fresh roots direct from our cellars. We wrap tubers, pack carefully in substantial cartons and the cost of this extra service is really less than it would cost you at your own place because we are especially equipped to handle this class of trade, buy our cartons in large quantities and save you double packing expense.

Customers who are located within the Japanese Beetle zone will be particularily interested in this service because it will relieve them of all bother of inspection of individual shipments.

If you live outside the State of Michigan we will attend to the obtaining of plant growers license and inspection certificate in Michigan without cost to you if order is of reasonable amount.

Where we advance postage charges we send you postmaster's receipt and bill for amount paid. This bill is supposed to be payable on receipt. Cost of tubers is covered by separate bill and it is optional with customer whether tuber account be paid net June 1 or on a basis of 3% discount for payment within 10 days.

If you are interested in this service we shall be pleased to give any further information you may wish.

Wayland Dahlia Gardens, Wayland, Michigan

Laura Morris

The Perfect Deep Yellow Dahlia

Most of the yellow dahlias are in the lighter shades. In LAURA MORRIS you will find a giant decorative of the most desirable deep yellow color. This dahlia always attracts the immediate attention of every person who sees it and we have heard nothing but praise for it from those who have bought it from the many leading seed and nursery houses who have listed it in their catalogs for the past two or three seasons. We know of no dahlia that can take its place in the color range and believe you will make no mistake in offering it to your customers. Roots $10. per hundred $80. per thousand.

Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.

Terms and Conditions

Not less than 10 tubers will be supplied at the hundred rate, and no wholesale orders will be accepted for less than $5. unless the season's orders amount to at least $10 in the aggregate, in which case all orders will be billed at the minimum rate.

While we seldom fail to complete accepted orders, we reserve the right to omit any part of order where unexpected or unavoidable shortage of any variety occurs.

We will not substitute unless specifically instructed to do so. If sold out of any particular variety when order is received, we will so advise at once.

All orders shipped at purchaser's expense and risk, and although we exercise every precaution to pack tubers safely against freezing, we do not guarantee against damage in transit.

All shipments bear Certificate of Inspection issued by our State Department of Agriculture; but it is distinctly understood that customers must assume all risk in regard to the entomological requirements of their respective states.

Always state time and mode of shipment, otherwise we will use our best judgment, but without assuming any responsibility in the matter.

No extra charge made for packing and delivery to carrier, except where tubers are put up in special packages for resale.

Claims for rejections, errors, or omissions must be made within ten days after arrival of tubers.

GUARANTEE—While we exercise the greatest care to have all our stock true to label, and hold ourselves prepared to replace, on proper proof, all that may prove untrue, we do not give any warranty, expressed or implied, and in case of any error on our part, it is mutually agreed between the purchaser and ourselves that we shall not at any time be held responsible for a greater amount than the original purchase price of the stock.

TERMS—Unknown persons should send either cash in full with order, or 25 per cent with order, balance C. O. D. Parties whose credit is approved may order tubers shipped any time after December first, and invoice for same will be dated June first following. Accounts unpaid after that date are subject to an interest charge at the rate of 6 per cent per annum. No accounts carried where amount is less than $25.

REFERENCE—As to our responsibility, we refer to the Wayland State Bank, Wayland, Michigan.

Wayland Dahlia Gardens, Wayland, Michigan, U. S. A.